

## A Message to you from DONOHUE & JOHNSON



Get into a Stein-Bloch Smart Suit, you will feel as "fit as a fiddle" no matter what the thermometer says.

Stein-Bloch put the extra care into their designing and tailoring that assures you neat comfort.

Let us show you the new models for the adult or youthful figure, the new fabrics and patterns.

Slip on the suit you like before our big mirrors—

Why Not Today?

**\$18.00**  
to  
**\$28.00**

**Donohue &  
Johnson**

324-328 W. Main Street.

A muscle from a frog's leg is utilized by a French inventor to receive and record wireless signals.

the demand.

Germany uses about 30,000,000 gallons of denatured alcohol for fuel annually and France about 18,000,000 gallons.

Italians are making their own moving pictures, with such marked success that foreign films are in little demand.

## Dodge Brothers WINTER CAR

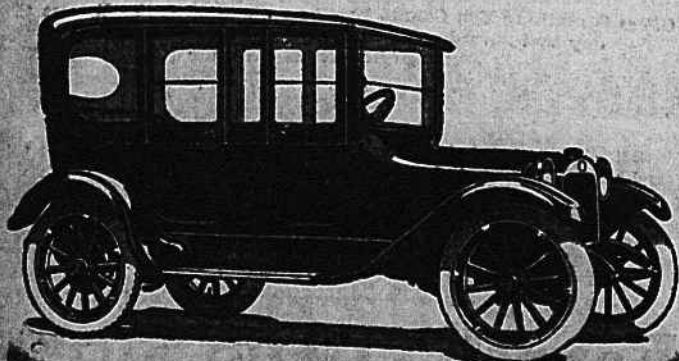
For business, for shopping, for the children on their way to school—these Winter cars will prove a blessing to every member of the family.

And their attractiveness does not end with the weatherproof quality. They are dignified and graceful in design. The appointments are in good taste and the finish inside and outside is beautiful.

The motor is 30-35 horse-power.

The price of the Winter Touring Car or Roadster complete, including regular mohair top, is \$950, f. o. b. Detroit.

**STANDARD GARAGE CO.**  
SECOND STREET OGDEN BLDG.



### WISE TO THE GAME



This is the type of man OUR community needs. The man who is "WISE to the game." The man who CAN'T be "April-fooled." HE is on to all the tricks of the mail order business. He's got them all down PAT, and so he smiles as he passes up the gold brick on his way home with his basket of home bought goods on his arm. Take a good look at this man, for we need more of his kind. The crying need of today is for more men and women who refuse to be fooled by this most gigantic swindle of modern times. Every community needs men and women who will INVESTIGATE for themselves, who will compare home values with out-of-town values. Let US all get wise to this game and place our money in the "Buy-in-Clarksburg" basket.

### TREMENDOUS MORAL

Has This Little Story about an Oklahoma Man's Experience.

Down in Oklahoma a man went into a store to buy a saw. He saw the kind he wanted and asked the price. It was \$1.65, the dealer said.

"Good gracious," said the man. "I can get the same from Reers, Saw-buck and Co., for \$1.35."

"That's less than it cost me," said the dealer, "but I'll sell it on the same terms as the mail order house just the same."

"All right, said the customer. "You can send it along and charge it to my account."

"Not on your life," the dealer replied. "No charge accounts. You can't do business with the mail order house that way. Fork over the cash."

The customer complied.

"Now two cents for postage and three cents for money order."

"What?"

"Certainly, you have to send a letter and a money order to a mail order house, you know."

The customer, inwardly raving, kept to his agreement and paid the nickel.

"Now twenty-five cents expressage."

"Well, I'll be ——" he said, but paid it. "Now hand me that saw and I'll take it home myself and be rid of this foolery."

"Hand it to you? Where do you think you are? You're in Oklahoma and I'm in Chicago, and you'll have to wait two weeks for that saw."

Whereupon the dealer hung the saw on a peg and put the money in his cash drawer.

"That makes \$1.67," he said. "It has cost you two cents more and taken you two weeks longer to get it than if you had paid my price in the first place." Square Dealer.

### WHAT YOU WANT IS HERE

First—Clarksburg has what you want.

Second—You get merchandise of the best quality.

Third—You have first class store service.

Fourth—You get quick deliveries.

Fifth—Clarksburg merchants always carry what you want and deliver when you want it, and at fair prices.

Sixth—Buying at home will accomplish wonders; every dollar spent in Clarksburg helps to build it up and times will be better.

Seventh—In Clarksburg there is a market for everything.

Eighth—Every day buying at home will lighten the burdens and brighten the future for hundreds of families.

Ninth—Spend at home what you have to spend and it will stop the money being sent off to distant cities.

Tenth—Because the gates of Clarksburg are open, a hearty welcome is extended to all who wish to buy at home.

MRS. ELLEN FOSTER.

### MERCHANTS SHOULD ADVERTISE DAILY

In the Telegram and Make Advertisements Attractive as Possible.

First—Can select goods better at home, which always gives added satisfaction to a purchase.

Second—Cost just the same.

Third—Spend your money where you make it.

Fourth—Patronize home industries.

Fifth—If Clarksburg stores would advertise like the mail order houses they would find a vast difference in their sales, as advertising certainly pays.

When people get these catalogues with glowing descriptive illustrations and cuts of articles so cheap, as they put it, they at once write and inquire about it, the next thing a sale is made, so if you Clarksburg ever wakes up to the realization that you must advertise to sell your goods or keep them on the shelves whichever you prefer, that's up to you, and while you are asleep or dreaming, as it were, the mail order houses are getting orders that rightfully should be yours, so I say again, advertise, and advertise in the Telegram, where you get the best results.

Sixth—Should the mail order customer read and study the advertisements of Clarksburg merchants with the same degree of enthusiasm that is used in turning the catalogue pages, he would find therein better values and could buy it with the knowledge that if it wasn't right, the Clarksburg merchant would make it right.

For the Clarksburg merchant feels honor bound to satisfy every complaint and to meet keen competition has to continually "batter" down prices without the opportunity or the desire to lower "quality" in the least.

Seventh—The Clarksburg merchant employs as buyers, men and women who are thoroughly trained to judge style, quality and values. They have access to the markets of the world and knowing that, that which they select must be sold on merit, rather than by beautiful illustrations, they to hold their positions, must be able to select the maximum of quality at the minimum of price.

Eighth—The successful mail order house is to be found only in the large cities, where high rents and enormous overhead expenses must be paid, before dividends can be declared.

The immense fortunes amassed by those that are successful, indicate that either inferior quality is being sold at same price or that same quality is being sold at a higher price than is being asked by the Clarksburg merchant, who is content to "live and let live."

This granted—you save money if you trade at home.

Ninth—The Clarksburg merchant buys from Clarksburg mills materials that are needed to build his store, a

Clarksburg architect designs the building, Clarksburg people fill the positions behind the counters, in the office, on the delivery wagons. Each dollar that he pays to these people is a spoke in the wheel of Clarksburg commerce and that wheel is weakened just one spoke when a dollar is sent to a mail order house in a distant city.

Tenth—Because it will enable you merchants to advertise. The advertisement leads the buyer direct to the seller, directs his footsteps to the spot where he may find that which he seeks without delay.

Very respectfully,  
MRS. W. T. NEAL.

### MOVES STOCK

Faster Does Home Buying and Enables Merchants to Place Larger Orders.

Ten good reasons why you should buy at home:

First—Why we should buy at home, like insurance, there is no reasonable argument against it. Loyalty to our friends and our home, and self-respect demands it.

Second—Moves stock faster and enables merchants to place larger orders, obtaining lower prices and freight rates, enabling them to retail lower.

Third—Goods and products are the best that can be bought and prices the lowest, quality considered.

Fourth—You can examine and even try before buying; the merchants are ready to make redress if desired and we are not annoyed with delay in delivery.

Fifth—Home merchants advertise extensively, by this enabling the printing of large and better daily papers.

Sixth—Home merchants extend credit, patronize home institutions themselves, take an interest in good roads and have established rest rooms and every comfort and convenience for their patrons.

Seventh—We owe to this as well as future generations to do all in our power to make Clarksburg the best city, South, East, North or West.

Eighth—Our co-operation and independence will gain respect of all and big capitalists will pick Clarksburg as the place to invest their money; new industries also will be encouraged to locate here.

Ninth—By patronizing home merchants entirely, they will require more labor, will pay better salaries, larger stores, and more of them, their prosperity will rebound to the credit of all, the more prosperous they are the more taxes they pay for all improvements and more generous to all charitable institutions.

Tenth—We have the finest and most promising young men and women right here in Clarksburg, let's keep them here by making Clarksburg business houses larger and more successful.

A. R. K.

## Martin Brothers

"The Home of Quality Eatables"

### Thanksgiving Delicacies

Here you get the best obtainable. Fine groceries from all parts of the world. Telephone your wants to us. Quick auto delivery to all parts of the city and paved suburbs.

Fancy Malaga Grapes, large tinted bunches, lb. 20c  
Extra Large Fancy Cranberries, 15c qt. 2 for 25c  
Fancy Florida Grape Fruit, large size 10c—Extra large size 2 for ..... 25c

Plum Pudding, can ..... 10c, 25c, and 50c

Delicious Home Made Fruit Cakes, lb. .... 50c

Imported Malaga Cluster Raisins, .. 35c and 40c

Fancy New Seeded Raisins, 15c, 2 lbs. for .... 25c

New shelled Nuts, English Walnut Meats, Pecan Meats, Black Walnut Meats, Shelled Almonds, Salted Almonds, these are all new and the best obtainable.

New Mince Meat, bricks, 15c lb., 2 lbs. for .. 25c

Libbys lb. .... 20c

Oysters Fresh every day, large selects for frying, qt. .... 50c

Buckwheat Flour, pure Mountain, 10 lb. bag .. 45c

High Grade Flours, Sweet Melody, Gold Medal, Marvel and Cinderella ..... 90c

New Pearl Hominy, bright clean stock, 7 lbs. 25c

Just received new canned Pineapple, Hunts Supreme Brand. This is the very best canned Pineapple. Large size regular 35c size now ..... 25c

Medium size, regular 25c size now ..... 20c

Small size 15c, 2 for ..... 25c

Special low prices by the dozen on all canned goods.

COFFEE—Good grade Santos, 5 lbs for .. \$1.00

White House, 3 lbs. for ..... \$1.00

Broadway Blend, 3 lbs. for ..... \$1.00

Mountain Potatoes, white mealy cookers 25c pk. 90c bu.

Jones' Little Pig Sausage and Hickory Smoked Bacon.

Premier Salad Dressing—Get a bottle quick. Extra large bottles ..... 25c

Bell Phones 1000 & 1001. Consolidated 354.

## Remember This Fact

A dollar spent with a Clarksburg merchant is a dollar spent for the betterment of Clarksburg. If every person bought every need from out-of-town concerns, Clarksburg would soon pass from the land of the living to that of the dead.

Don't get the idea that merchants in Chicago and New York can give you more for your money than you can get from the Clarksburg stores.

"Buy in Clarksburg" and show that you appreciate your home town.



**MERCHANTS NATIONAL BANK**

Established in 1860

Before Lincoln Was President.

9 Bars Crystal White Soap, - 25c

9 Bars Sunny Monday Soap, - 25c

Sugar Loaf Flour - 80c

Daniel Webster Flour - 90c

**CHAS. H. GRIFFIN**  
GROCER

HOME PHONE - 200 - BELL PHONE

The Home of Good Living. 101 W. Main Street.

READ THE TELEGRAM CLASSIFIED ADS.